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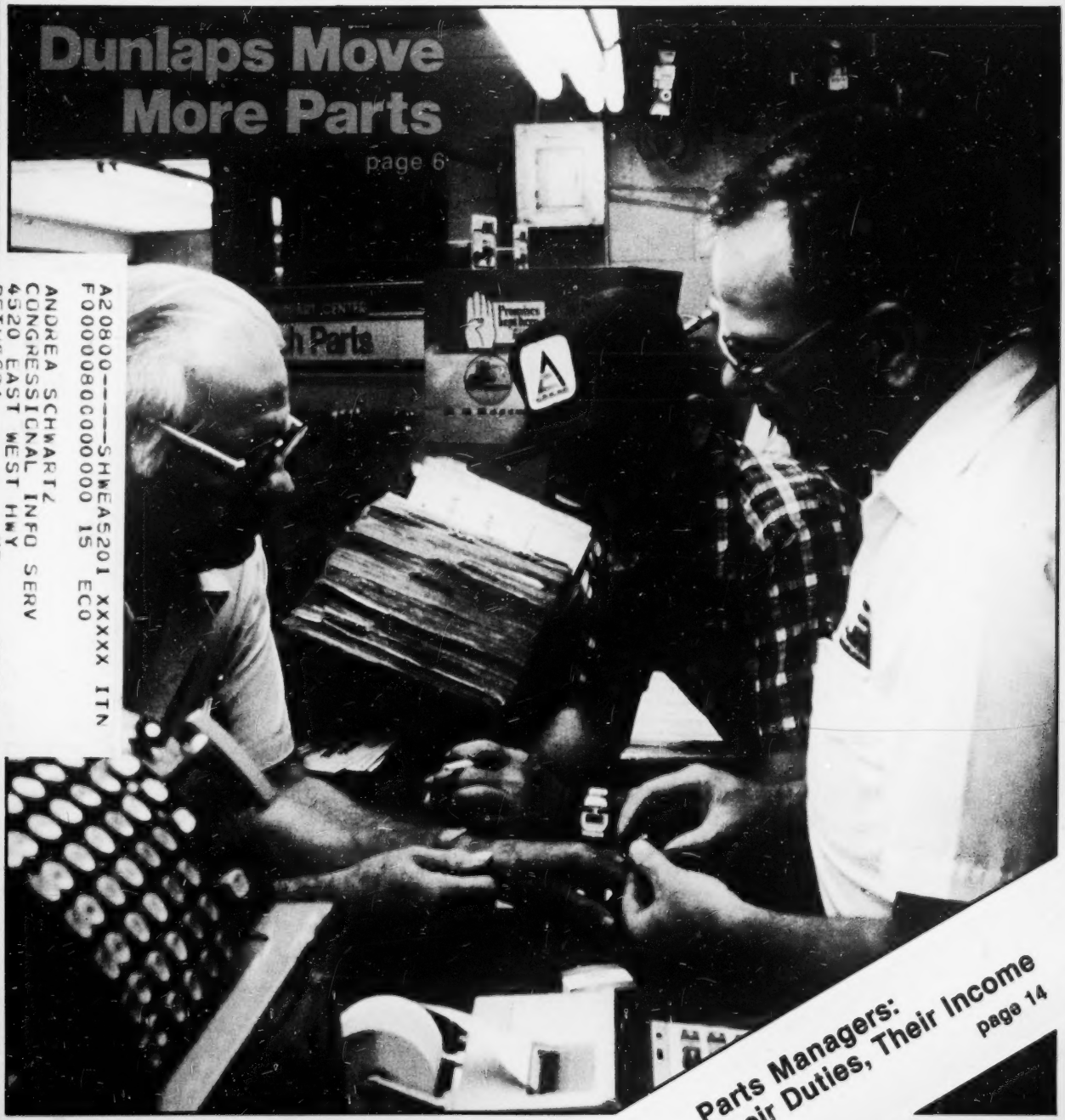
TWO DOLLARS

Implement & Tractor

The business magazine of the farm and industrial equipment industry OCTOBER 1985

Dunlaps Move More Parts

page 6



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ANDREA SCHWARTZ
CONGRESSIONAL INFO SERV
4520 EAST WEST HWY
BETHESDA MD 20814

Parts Managers: Their Duties, Their Income

page 14

IMPLEMENT & TRACTOR
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INTERTEC PUBLISHING CORPORATION

Implement & Tractor

The business magazine of the farm and industrial equipment industry.

October 1985 • Vol. 100 • No. 12

Jean and Bill Martin (far right), new president of NFPEDA, present their family at the annual convention. More on page 16.

6: They're Moving More Parts Now at Dunlap's. The basic strategy: Do what the mass merchandisers do, and do it better.

14: Parts Managers' Wages Revealed. The results of I&T's For Dealers Only survey that ran in the July 1985 issue asking, "All About Parts Managers."

16: New Structures Ahead for NFPEDA. At the 86th annual convention in Louisville, Ky., the board of directors approved a measure to establish divisions, recognizing the diversity of product and market in which members are involved.

20: An Upbeat Meeting for Kubota Dealers. Celebrating 25 years and a million tractors sold, Kubota cut dealers in on company planning at its second national dealer meeting in New Orleans.

24: Real Productivity Advancements—Or More Bells and Whistles? Frank Buckingham, I&T's ag engineering editor, asks, "Is there a cry for 'back to the basics' in farm equipment? Are today's designs worth the price to farmers?"

26: Tractor Fuel Economy Ratings. Continuing on from last month, here are more tractor fuel economy ratings under different load conditions, as recorded by the Nebraska Tractor Test Lab.

On the cover...helping a customer find the part he needs at Dunlap Implement Co., Poplar Bluff, Mo.

DEPARTMENTS

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I&T Update

August Retail Sales: Hard Times Hang On

The August flash report of the Farm & Industrial Equipment Institute on U.S. retail sales of major items continued the general trends shown through most of the year. Sales were down in combines, balers, forage harvesters and mower conditioners and most types of large tractor. Small tractors continued their strong showing.

Unit Retail Sales

	August			January-August		
	1985	1984	Pct. Change	1985	1984	Pct. Change
Farm Wheel Tractors:						
2-wheel drive						
Under 40 hp	4,269	3,547	+20.4	41,810	36,664	+14.0
40-99 hp	2,383	2,462	- 3.2	26,941	27,032	- .3
100-139 hp	335	399	-16.0	5,585	6,406	-12.8
Over 140 hp	640	873	-26.7	7,111	8,956	-20.6
Total 2-wheel drive	**7,627**	**7,281**	**+ 4.8**	**81,447**	**79,058**	**+ 3.0**
4-wheel drive						
Under 200 hp	42	63	-33.3	569	1,091	-47.8
Over 200 hp	133	88	+51.1	1,155	1,749	-34.0
Total 4-wheel drive	**175**	**151**	**+15.9**	**1,724**	**2,840**	**-39.3**
Total All Tractors	**7,802**	**7,432**	**+ 5.0**	**83,171**	**81,898**	**+ 1.6**
S-P Combines	861	958	-10.1	3,811	5,175	-26.4
Balers (under 200-lb. bales)	725	959	-24.4	5,736	6,703	-14.4
Forage Harvesters (shear-bar type)	257	333	-22.8	1,326	1,806	-26.7
Mower-Conditioners	991	1,136	-12.8	8,908	10,465	-14.9

Allied Ready To Acquire White Farm

Subject to court approval, Allied Products Corp. will take over White Farm Equipment Co., offering hope that the silver tractor line will be back in production late this year.

The purchase agreement was announced in mid-September. Few details were released, and the deal requires approval of both the federal court in Chicago that is processing White's Chapter 11 bankruptcy and the court-appointed creditor committee.

"This is a big step toward coming back, but there's still a lot to be done," commented Robert L. Terry, White's senior vice-president and general operating manager. "We still need a definitive agreement and resolution of a lot of details. There are five of us and five hundred things to do, but we've made the first big step."

Allied President Richard A. Drexler said, "We look upon White as a significant opportunity, and we intend to operate it as a going concern."

Allied's ag equipment division has owned Bush Hog and Continental Gin since the early 1970s, and bought Kewanee Farm Equipment in 1983 and New Idea Farm Equipment in 1984.

White would cost Allied more than $10 million in non-convertible preferred stock.

The broad outline of the initial deal looks like this:

- All White U.S. products and operations would go to Allied, except the plant at South Bend, Ind. Field tools built there would move to other Allied-owned plants or be subcontracted.
- Tractor production could resume in November at Charles City, Iowa, pending agreement with suppliers. During this year's production shutdown, that plant was modernized to allow mixed-model production. Previously, single-model batches were built. The change will allow better response to market demand.
- Iseki of Japan built White's tractors between 30 and 75 pto horsepower. Allied would have to negotiate a new pact with Iseki.
- White dealers would be asked to sign new contracts with the company.
- The Canadian plant that built White combines is not included in the deal. Allied could negotiate for purchase of the plant, or perhaps just the products and tooling for White's conventional combines. Massey-Ferguson acquired the White axial-flow combine line in July.
- White's product line could grow with addition of hay tools, rotary cutters and other equipment coming from other Allied companies.

New EPA Rules Affect Dealers

Many tractor dealers will be classified as hazardous waste generators and will have to follow special federal rules for disposing of and transporting their trash, under new rules from the Environmental Protection Agency.

EPA says it considers a business a "small quantity generator" if, in any calendar month, it produces between 220 lbs. and 2,200 lbs. of certain waste materials considered hazardous. Such businesses must use a special Uniform Hazardous Waste Manifest form when shipping the waste off-site.

Many service department and reconditioning operations in dealerships would generate the kind of wastes that come under the new rules. Ignitable wastes, spent solvents, combustible solids and waste acid or alkaline liquids are on the list, and these are generated by oil, grease and rust removal, engine and parts cleaning, paint preparations and painting.

Used lead acid batteries, a common scrap item at equipment dealerships, are also on the list. It would take only three or four large batteries a month to make the 220 lb. weight limit.

But the EPA points out that if those batteries are destined to be recycled, then the special shipping manifest does not

(Continued on page 43)

MF Sales Steady, But Losses Posted

Massey-Ferguson posted a net loss of $5.9 million in the second period of 1985 (ended July 31) on sales of $372.5 million. For the year, net sales of $679 million were up about 1 per cent from the same six months of fiscal 1984.

For the year, MF had a net loss of $5.5 million, compared with net income in 1984 of $9.8 million.

The company experienced a loss of over $8 million by its Combines Div. and a one-time charge of $7.6 million for closing two unprofitable European plants, both in the second period.

Irv Aal's Back as Head of Steiger

Steiger Tractor, Inc., Fargo, N.D., has named Irvin E. Aal president and chief executive officer, succeeding David Koentopf, who left the company earlier this year.

Aal was president of International Harvester Co.'s Agricultural Equipment Group until its acquisition by J I Case Co. earlier this year. Previously, Aal was vice-president and general manager, North America, for Sperry New Holland.

Now THAT'S Incentive!

A brief look at how some dealerships use incentives to move parts and motivate their managers.

Parts Annual Sales	Manager Base Wage	Manager Incentive	Total Compensation
$1,250,000	$18,000	$15,000	$33,000
1,200,000	13,000	12,000	25,000
860,000	17,680	7,960	25,640
675,000	18,000	11,000	29,000
595,360	22,000	8,000	30,000
572,709	17,340	8,829	26,169
345,000	18,000	6,000	24,000

FDO Survey Report

Parts Manager Wages Revealed

■WOULD you answer this help-wanted ad?:

> **Department manager.** Responsible for $500,000 annual sales at 30 per cent gross margin. Supervise two employees, control purchasing, advertising, etc. Must be good with customers. Requires 14 years in the business, including 10 as manager. Annual compensation, $20,408.

Before sending in your resume, consider that the average new college graduate started a job in 1985 at $20,470, according to Michigan State University's *Recruiting Trends*. That report showed business administration graduates averaging $17,782 in their new careers. Would a person with 10 years of management experience accept the wage being offered in that help-wanted ad?

Apparently a lot of people do, and they're called parts managers.

The job described above is based on the 40 responses I&T received to the **For Dealers Only** survey that ran in the July 1985 issue, asking "All About Parts Managers."

Twenty-three of the 36 dealers who reported on wages indicated they have some kind of incentive for the parts managers, but the group cited in the table were offering some serious cash for productivity, and all but the last were clustered above the mid-point in sales volume.

Which comes first?

Do the dealerships sell a lot of parts because they offer good incentives, or do they offer the incentives because they sell a lot of parts?

For interpretation, we showed the survey results to John R. Walker, president of After Market Services Consulting Co., the firm used by many major manufacturers, including farm equipment, in dealer parts-training programs.

As expected, the best wages went to managers at the biggest operations. The top dealer grossed $1,250,000 in annual parts sales and paid the manager $33,000, while the smallest dealership among 36 that reported both figures had gross sales of $125,000 and paid $13,000 to the manager.

Plotting the percentage of sales dollars that went to the manager's compensation against annual parts sales produced a strong trend line that shows the benefits to the total profit picture of having a large parts sales figure.

Obviously, bigger operations need more people and facilities to handle the bigger sales volume—but the extra potential profit of about 7 per cent can hire a lot of people and install a lot of shelving.

It appeared that the dealerships with the biggest parts volume were also the ones that gave the richest incentives to the parts managers. The wage and incentive picture at some of the top volume (and top compensation) dealers is shown in the accompanying table.

"It's just human nature that a good incentive program motivates a manager to sell more parts," Walker said. "It happens just about every time a dealer spends some time thinking about the parts department and adopting a program to make that the profit-making department it should be.

"But you can't just look at sheer volume," Walker cautions. "You've got to look at the obsolete parts on the shelves, and the ratio of parts ordered as stock versus those ordered on an emergency basis. Obsolete parts and emergency orders can kill your profits, and that's where management skill comes in."

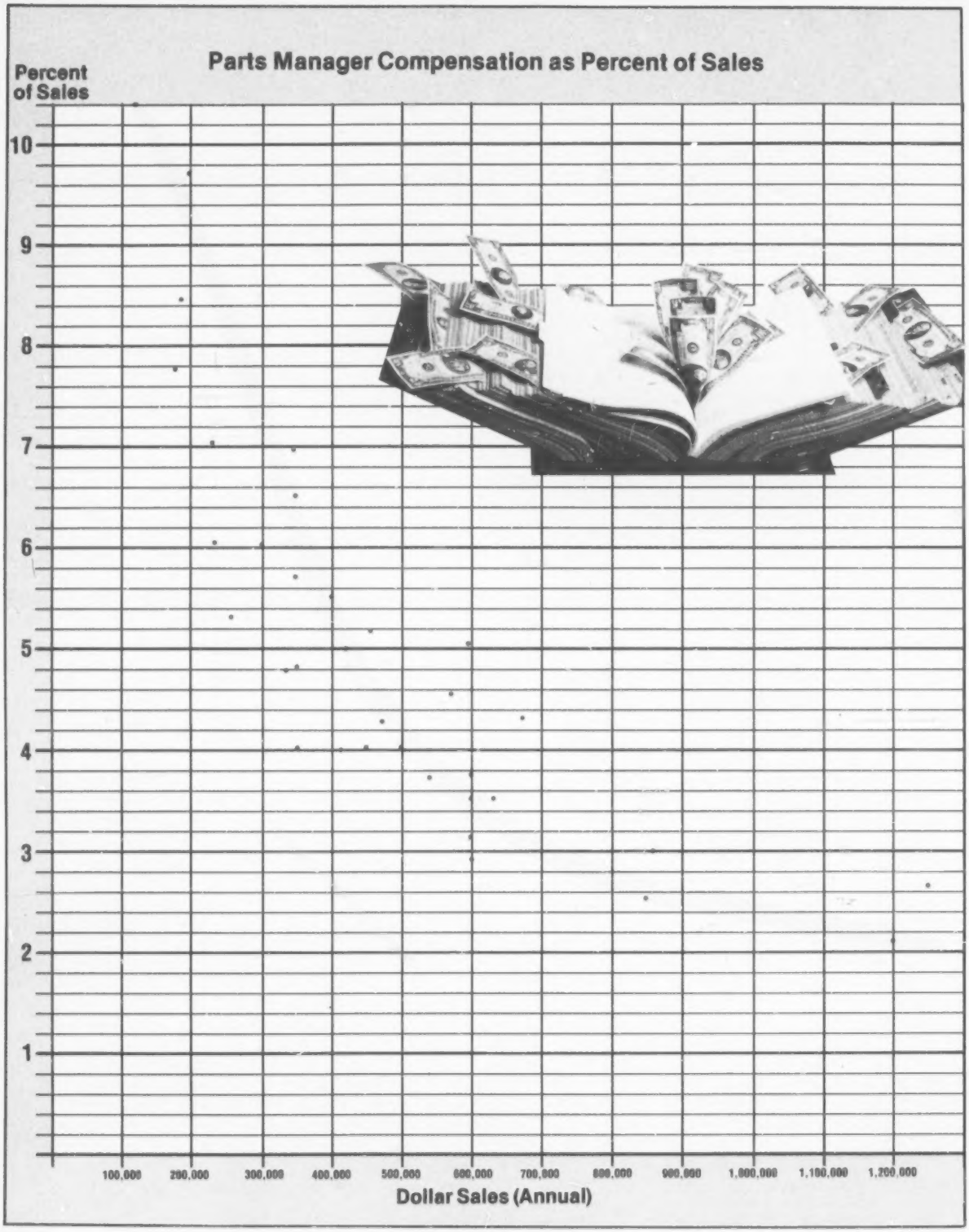
The survey didn't look into management practices that deeply, but did find that, on average, the parts managers spent 3.78 days in

Got a minute?

If you find the information in the FDO survey report useful, informative or just mildly amusing, then spend a minute or two making it even better.

On page 9 of this issue is the **For Dealers Only** survey form, printed on card stock. This month's survey concerns service managers, and follows the same format as used for parts managers in this month's report.

It doesn't cost you a dime, just some time! The survey form is perforated, so it tears out easily, and the card is a pre-paid mailer, so no postage is needed. Thanks for your time!



training last year, with 34 of 40 having spent at least one day in training in the last 12 months.

Job descriptions

The survey indicated that the top-dollar group of dealerships did concentrate on inventory management. Among the top 13, with sales of $600,000 and up, 11 of 13 dealers said inventory management is the top job priority of the parts manager. By contrast, inventory management was top priority for only 9 of the lower 27.

Of the 27 dealers below $600,000, 16 said that the most important job of the parts manager was "dealing with customers in person."

For the top 13, dealing with

(Continued on page 27)

Parts Manager Wages

(Continued from page 15)

customers was generally the third or fourth priority in job duties. Ordering parts was the second most important function listed for seven of the top 13 managers—and ordering parts is certainly a segment of inventory control. Another five of the top 13 gave "supervising employees" as the second most important task. One member of the top group rated "merchandising/promoting parts sales" as the second most important function.

The monthly FDO survey is rather informal, and the results can't be taken as gospel...but the findings above do show some differences in the way parts managers spend their time and earn their wages at different-sized dealerships.

On one score the two groups seem fairly similar: For five of the top 13 and 14 of the lower 27 managers, the thing they do best is "dealing with customers in person."

The size of the dealership apparently makes for some changes in the nature of the job, as shown by the additional duties given to some parts managers.

Among smaller-sized dealerships, the survey found one parts manager who takes service calls during the harvest season, and another who schedules shop work. At a dealership with $240,000 in parts sales, the parts manager also sells lawn mowers. Another parts manager supervises used tractor reconditioning and salvaging parts from used tractors.

One dealer helped redefine the traditional term "partsman" by noting, "parts manager is female. Best we've had in 34 years."

And finally, there was one small dealership at which the boss commented, "Due to economic conditions, our service manager, ADP inventory pad and I split the duties of parts manager!"

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SAVES BABIES
HELP FIGHT
BIRTH DEFECTS

When a machine is this competent and capable of performing so many functions, the operator's attention is usually diverted to activities outside the cab. Versatile relies on Murphy SWICHGAGES® to detect impending malfunctions before they occur, thus avoiding costly downtime & repairs.

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Oil Pressure SWICHGAGE®

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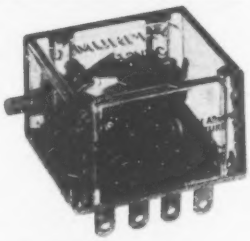
Air Cleaner
Restriction SWICHGAGE®

MODEL 20-T-I
Jacket Temp. SWICHGAGE®



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MAGNETIC SWITCH

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Ad Reference Number 419-10/51MT

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FRANK W. MURPHY LIMITED 22 Blackmoor Rd., Verwood, Dorset BH21 6AY, England — (0202) 827223, TLX 418388
MURPHEK PTY. LTD 215 Parramatta Road, Auburn, (NSW) Australia — 02/647-1977, TLX 22574
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Write In (15) on Reply Card

AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

JONES FARM EQUIPMENT CO.
Dothan, Alabama
August 13, 1985

ALLIS-CHALMERS TRACTOR
175 diesel, 1975 (Good) 3600

CASE TRACTORS
1370 diesel, 1973 (Good) 9000
446 diesel, har., cult., plt., plow (Fair) 1675

DEUTZ TRACTOR
3006 diesel, 1973 (Fair) 1775*

MASSEY-FERGUSON TRACTORS
1105 diesel, 1973 (Good) 4100*
1085 diesel, 1976 (Fair) 2600*
245 diesel, 1975 (Good) 4375*
235 diesel, 1975 (Good) 3000
175 diesel, 1973 (Good) 3400
175 diesel, 1971 (Good) 3350
175 diesel, 1970 (Fair) 3000
175 diesel, 1969 (Good) 3650
165 diesel, 1968 (Good) 2800*
135 diesel, 1973 (Fair) 2400
135 diesel, 1971 (Rough) 1875*
135 diesel, 1967 (Good) 3150*
135 diesel, 1967 (Good) 3350*
135 diesel, 1966 (Rough) 2000
135 diesel, 1966 (Fair) 2600*
130 diesel, 1969 (Fair) 1900
65, diesel, 1959 (Rough) 750
35, 1963 (Excellent) 2650
35, 1962 (Good) 1800*
35, 1958 (Rough) 600
35, 1956 (Good) 1950
TO30, 1952 (Good) 1200
TO20, 1949 (Rough) 650*

FORD-FERGUSON TRACTORS
9N, 1941 (Rough) 585
9N, 1940 (Excellent) 1400*

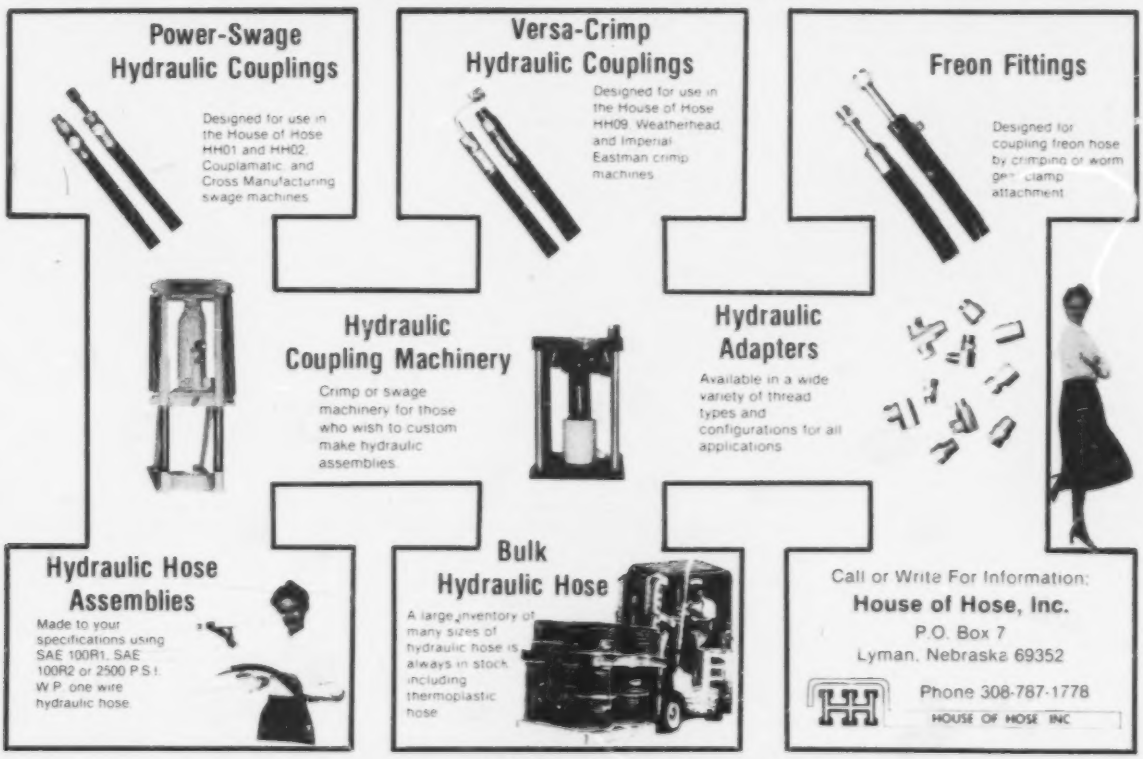
FORD TRACTORS
8000 diesel, 1972 (Good) 5500
6610 diesel, 1985 (Excellent) 14,000
6600 diesel, 1975 (Good) 4500*
6600 diesel, 1975 (Good) 4000*
5000 diesel, 1970 (Fair) 4000*
5000 diesel, 1967 (Rough) 2100
5000 diesel, 1967 (Rough) 2200*
4600 diesel, 1975 (Fair) 3600
4600 diesel, 1975 (Good) 4200*
4110 diesel, 1968 (Fair) 2300
4000 diesel, 1968 (Fair) 3000
4000 diesel, 1968 (Fair) 2900
4000 diesel, 1967 (Fair) 2700
4000 diesel, 1966 (Rough) 2200*
4000 diesel, 1963 (Rough) 1400*
3600 diesel, 1968 (Good) 3600
3600 diesel, 1966 (Good) 3600*
3000 diesel, 1972 (Excellent) 3700*
3000 diesel, 1969 (Good) 3100
3000 diesel, 1969 (Good) 3000
3000 diesel, 1968 (Good) 3000*
3000 diesel, 1968 (Good) 3000*
3000 diesel, 1967 (Fair) 2500*
3000 diesel, 1967 (Fair) 2600
2000 diesel, 1966 (Good) 2425*
2000 diesel, Select-O-Speed, 1966 (Rough) 1100*
850, 1957 (Excellent) 2650
841 diesel, 1959 (Fair) 1300
841 diesel, 1959 (Fair) 1450
641, 1959 (Good) 1700*
Dexta, 1959 (Good) 1750
Jub., 1953 (Fair) 1000
8N, 1951 (Good) 1350*
8N, 1949 (Fair) 825*
8N, 1948 (Good) 1650
8N, 1948 (Fair) 800*

INTERNATIONAL HARVESTER TRACTORS
1586 diesel, cab, duals, 1976 (Good) 6100*
1466 diesel, 1972 (Rough) 3000
784 diesel, cab, 1980 (Excellent) 6500*
684 diesel, 1980 (Good) 5550
674 diesel, 1977 (Rough) 1950*
674 diesel, 1976 (Good) 3025
574 diesel, cab, 1976 (Excellent) 3800
574 diesel, 1975 (Excellent) 4100
574 diesel, 1975 (Good) 3050
454 diesel, 1972 (Good) 3850
454 diesel, 1971 (Fair) 2800*
454 diesel, 1971 (Good) 3450
444 diesel, 1970 (Good) 2900*
444 diesel, 1968 (Rough) 1500*
B414 diesel, 1963 (Fair) 975
B414 diesel, 1963 (Good) 2300*
300, 1955 (Good) 1000*
B275 diesel, 1960 (Good) 1350
140, 1968 (Good) 1100
100 diesel, hydro, 1975 (Good) 3300

JOHN DEERE TRACTORS
4440 diesel, cab, 1978 (Excellent) 16,000*
4240 diesel, cab, 1979 (Excellent) 12,000*
4020 diesel, 1966 (Rough) 2750*
3020 diesel, 1965 (Good) 3700*
2840 diesel, 1978 (Good) 6500
2240 diesel, 1980 (Excellent) 5850*
2130 diesel, cab, (Good) 6000*
2130 diesel, cab, (Good) 6500*
2040 diesel, 1979 (Good) 4850

(More...)

HOUSE OF HOSE HYDRAULIC COUPLING SYSTEMS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Designed for use in the House of Hose HH01 and HH02 Couplamatic and Cross Manufacturing swage machines.
Versa-Crimp Hydraulic Couplings
Designed for use in the House of Hose HH09 Weatherhead and Imperial Eastman crimp machines.
Freon Fittings
Designed for coupling freon hose by crimping or worm gear clamp attachment.
Hydraulic Coupling Machinery
Crimp or swage machinery for those who wish to custom make hydraulic assemblies.
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Available in a wide variety of thread types and configurations for all applications.
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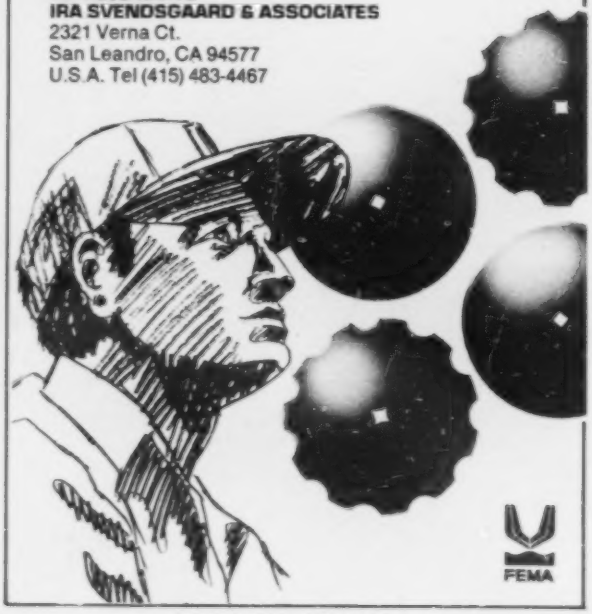

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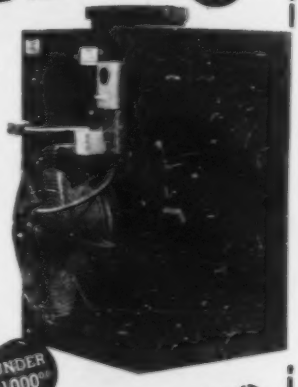
60 to 120,000 BTU

Using Your Waste Lubricants Torrid-200 Cuts Bay Heating Cost to *Almost Nothing!*

Ideal For: Service stations, auto repair and transmission shops, farm implement stores, barns, farrowing houses...anywhere waste oil is available and heat is needed!

U.L. Approved Controls. Unit Now in Use in Hundreds of Shops, Coast to Coast!



UNDER $1000.00

TORRID 200
Be Prepared For Winter...
Call 816-525-3810
Write To: 615 N. Independence, Lee's Summit, Mo. 64063

TORRID-200 Pays For Itself In ONE Winter Season!

Write In (18) on Reply Card

Auctions
(continued)

2030 diesel, 1974 (Good) 4200
2010, 1961 (Fair) 700
1120 diesel, (Good) 3700*
1020 diesel, sprayer, 1971 (Fair) 2100*
60, 1953 (Rough) 350
MT, 1949 (Good) 500

OLIVER TRACTORS
1655 diesel, 1971 (Fair) 1900
1465 diesel, 1975 (Good) 3100*

YODER & FREY, INC.
Archbold, Ohio
August 13, 1985

INTERNATIONAL HARVESTER TRACTORS
Sup. C, 1951 (Fair) 600*
Sup. C, 1953 (Good) 850
C, 1950 (Fair) 600
A, 1950 (Fair) 700
Cub, 1955 (Fair) 1000*
Cub, 1950 (Fair) 800*
H, 1951 (Fair) 325*
H, 1950 (Rough) 180
H, 1945 (Fair) 450*
M, 1952 (Rough) 975*
M, 1950 (Fair) 780*
Sup. M, 1952 (Good) 950
230, 1957 (Good) 1725
274, 1975 (Fair) 3750*
400 diesel, 1957 (Rough) 600*
460, (Good) 1000*
2504, 1966 (Rough) 1450*
560, 1961 (Rough) 850
560, 1959 (Rough) 1250*
560, 1961 (Good) 2100*
560 diesel, 1960 (Fair) 1400*
560, 1961 (Fair) 1400*
660 diesel, 1960 (Fair) 880*
686 diesel, 1978 (Good) 9650
706, 1966 (Fair) 1200*
706 diesel, 1963 (Rough) 2100*
706, 1967 (Good) 3900
706 diesel, 1964 (Good) 3000
706 diesel, 1965 (Rough) 920
766 diesel, 1974 (Fair) 6500*
766, 1973 (Fair) 1500
766, 1974 (Good) 7300*
806 diesel, 1965 (Fair) 4000*
826, 1970 (Fair) 4000*
856 diesel, 1970 (Fair) 5200*
856 diesel, 1970 (Good) 4650
966 diesel, 1972 (Good) 6400
966 diesel, 1973 (Good) 6600*
1066 diesel, 1974 (Good) 6500*
1066 diesel, 1974 (Good) 5800*
1066 diesel, 1972 (Good) 5200
1066 diesel, 1974 (Good) 6220
1206 diesel, 1963 (Rough) 3000*
1466 diesel, 1975 (Fair) 5500*
1486 diesel, 1977 (Good) 13,000*

MASSEY-HARRIS TRACTOR
44, 1949 (Rough) 325

DAVID BROWN TRACTOR
1200, 1976 (Fair) 2700

COCKSHUTT TRACTOR
1655, 1972 (Fair) 2800

ALLIS-CHALMERS TRACTORS
WD, 1948 (Fair) 450*
WD, 1946 (Rough) 400*
WD, 1947 (Fair) 370
WD-45, 1953 (Rough) 460
WD-45, 1955 (Fair) 1200
WD-45, 1956 (Fair) 950
D-17, 1964 (Fair) 1150*
D-17, 1964 (Good) 1375
7000, 1975 (Fair) 5200

CASE TRACTORS
770, 1971 (Rough) 2450
630, 1965 (Rough) 1100*
930 LP, 1965 (Rough) 900*
995, 1974 (Rough) 2450*
1030 diesel, 1964 (Rough) 1700*
2390 diesel, 1981 (Fair) 12,500*

MASSEY-FERGUSON TRACTORS
35 diesel, 1959 (Fair) 1150*
35, 1960 (Rough) 1600*
50, 1959 (Rough) 1600*
50, 1959 (Fair) 1600*
50, 1959 (Fair) 1500
175 diesel, 1971 (Fair) 2700
180 diesel, 1971 (Fair) 3900*
575 diesel, 1978 (Good) 6100

MINNEAPOLIS-MOLINE TRACTOR
G-1000, 1971 (Rough) 2250

OLIVER TRACTORS
77, mo., 1951 (Fair) 880
77, mo., 1949 (Rough) 925
77, 1951 (Fair) 350
77, 1953 (Fair) 475
880 diesel, 1961 (Rough) 750*
1265, ldr., (Rough) 1500*
1650, 1966 (Fair) 2300*
1800, 1962 (Rough) 1900*
1850 diesel, 1967 (Fair) 2000*
1855 diesel, 1972 (Good) 4800*
1855 diesel, 1972 (Good) 4050*
1955 diesel, 1973 (Good) 4500*

JOHN DEERE TRACTORS
B, 1944 (Fair) 275
B, 1946 (Fair) 625
MT, 1948 (Fair) 475*
70, 1955 (Good) 1200
80, 1957 (Fair) 1500*
420, 1958 (Rough) 1900*
2640 diesel, 1981 (Good) 8700
2840, 1981 (Good) 10,500
3020, 1965 (Rough) 2600*
3020, 1966 (Rough) 2400*
4010 diesel, 1963 (Fair) 3950
4010 diesel, 1963 (Fair) 2100*
4010 diesel, 1964 (Fair) 3100*
4010 diesel, 1962 (Good) 3500*
4010, 1962 (Good) 3500*
4020 diesel, 1966 (Fair) 3900*
4020 diesel, 1970 (Good) 6000
4020, 1965 (Good) 5375
4020, 1967 (Fair) 3600*
4020 diesel, 1967 (Good) 5300*
4230 diesel, 1975 (Good) 9500*
4320 diesel, 1971 (Good) 7400*
4320 diesel, 1972 (Good) 9000*
4520 diesel, 1969 (Fair) 5100*
5020 diesel, 1970 (Rough) 3500*
5020 diesel, 1970 (Rough) 1400*
5020 diesel, 1970 (Fair) 3100*
7520 diesel, 1970 (Rough) 9500*

FORD TRACTORS
8N, 1952 (Rough) 1100*
8N, 1947 (Fair) 1275*
8N, 1948 (Rough) 750*
8N, 1947 (Rough) 475
9N, 1942 (Fair) 1350*
9N, 1942 (Rough) 420
860, 1958 (Rough) 2000*
860, 1962 (Fair) 1300*
871, 1957 (Fair) 1200
3000 diesel, 1968 (Fair) 2800*
5000, 1970 (Good) 5350
5000 diesel, 1965 (Rough) 2500*
5000 diesel, 1964 (Fair) 3300*
5000 diesel, 1965 (Fair) 4675
7000, 1968 (Rough) 4200
8000 diesel, 1972 (Fair) 4000*
9600 diesel, 1975 (Fair) 4600*
Jub., 1954 (Rough) 1400*

WHITE TRACTORS
2-60, (Rough) 3300
2-105 diesel, 1976 (Good) 5000*
2-135 diesel, 1976 (Good) 9500*
4-150 diesel, 1974 (Fair) 7750*
1470, (Fair) 2600